



SERVING THE SMARTEST LINKS IN THE SUPPLY CHAIN™

January 12, 2020

To Our Valued Customers,

During the past 30 days we have experienced a very volatile steel market. This has included extended order lead-times and rapidly escalating costs. Initially we absorbed the additional cost, anticipating the increases to be temporary. In review of market indications, we foresee the trend towards continuing increases in the horizon for the remainder of 2021.

Effective January 15, 2021- WPSS will apply the following surcharges to all outstanding and new quotations.

**Rivetier, Deluxe, and Pacific shelving & components- \$.20** cents per pound  
**SureStep- 2%** increase on list price

We are aware that surcharges make doing business more difficult. Our hope is that the situation will be temporary.

We appreciate your support and continued understanding during this unprecedented steel market volatility.

Please feel free to contact your Territory Sales Manager or our Customer Service team with questions, concerns or specific opportunities.

Kind Regards,  
Tom Rogers, CEO & President